

Department of Economic Development

Comparison of Budgeted to Total Recommended

Means of Financing & Table of Organization	Existing Oper Budget as of 12/02/03	Recommended FY 2004-2005	Total Recommended Over/ Under EOB
General Fund (Direct)	\$30,890,056	\$36,197,833	\$5,307,777
Total Interagency Transfers	1,454,728	50,000	(1,404,728)
Fees and Self-generated Revenues	3,527,556	2,092,693	(1,434,863)
Statutory Dedications	63,148,765	25,200,505	(37,948,260)
Interim Emergency Board	0	0	0
Federal Funds	710,000	135,000	(575,000)
Total	\$99,731,105	\$63,676,031	(\$36,055,074)
T. O.	101	100	(1)



Office of the Secretary

Comparison of Budgeted to Total Recommended

Means of Financing & Table of Organization	Existing Oper Budget as of 12/02/03	Recommended FY 2004-2005	Total Recommended Over/Under EOB
General Fund (Direct)	\$3,669,117	\$3,321,365	(\$347,752)
Total Interagency Transfers	0	0	0
Fees and Self-generated Revenues	183,261	189,452	6,191
Statutory Dedications	406,965	406,965	0
Interim Emergency Board	0	0	0
Federal Funds	0	0	0
Total	\$4,259,343	\$3,917,782	(\$341,561)
T. O.	30	30	0

Administration

This program provides leadership, along with quality administration and legal services, which sustains and promotes a globally competitive business climate that retains, creates, and attracts quality jobs and increased investment for the benefit of the people of Louisiana.

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T. O.	30	30	0

Major Changes from Existing Operating Budget

Justification	Funding Source	Amount
Non-recurring Carry Forwards	General Fund (Direct)	(\$497,210)
	Total	(\$497,210)

Performance Measures

Objectives	Performance Indicators	Existing Performance Standards FY 2003-2004	Performance at Executive Budget Level FY 2004-2005	Executive Budget Over/Under EOB
Ensure 200 structured educational and outreach programs are conducted by department staff for economic development allies, the business community, professional organizations, and Louisiana citizens annually.	Number of outreach programs conducted	200	200	0



Performance Measures

Objectives	Performance Indicators	Existing Performance Standards FY 2003-2004	Performance at Executive Budget Level FY 2004-2005	Executive Budget Over/Under EOB
Promote Louisiana as a preferred location to do business by meeting with 30 site selection consultants and participating in 20 national/international cluster-related trade shows annually.	Number of site selection consultants met	30	30	0
	Number of cluster-related trade shows participated in	20	20	0
In the Office of Management and Finance, to ensure that at least 91.6% of the Department's e-readiness plan is completed by FY 2005.	Percentage of total e-readiness plan implemented	68.0%	91.6%	23.6%
In the Office of Management and Finance, to ensure quality support services by having no repeat audit findings.	Repeat audit findings	0	0	0
	Number of internal performance and compliance audits conducted	15	25	10
	Percentage of process improvements addressed/corrected	100%	100%	0%



Office of Business Development

Comparison of Budgeted to Total Recommended

Means of Financing & Table of Organization	Existing Oper Budget as of 12/02/03	Recommended FY 2004-2005	Total Recommended Over/ Under EOB
General Fund (Direct)	\$27,220,939	\$32,876,468	\$5,655,529
Total Interagency Transfers	1,454,728	50,000	(1,404,728)
Fees and Self-generated Revenues	3,344,295	1,903,241	(1,441,054)
Statutory Dedications	62,741,800	24,793,540	(37,948,260)
Interim Emergency Board	0	0	0
Federal Funds	710,000	135,000	(575,000)
Total	\$95,471,762	\$59,758,249	(\$35,713,513)
T. O.	71	70	(1)

Business Services

Encourages and assists in the start-up and expansion of business and industry; provides technical and financial assistance to economically disadvantaged contractors and businesses; provides international expertise to develop and optimize global opportunities for trade and inbound investments; provides local partnering services for community development projects; provides communication, advertising and marketing, and research activities; provides economic development grant writing and administration activities; provides for music, film and television development and promotion; and provides for military and international activities. This program administers initiatives based on technology development and innovation.

Comparison of Budgeted to Total Recommended

Means of Financing & Table of Organization	Existing Oper Budget as of 12/02/03	Recommended FY 2004-2005	Total Recommended Over/ Under EOB
General Fund (Direct)	\$24,913,254	\$30,657,558	\$5,744,304
Total Interagency Transfers	1,404,728	0	(1,404,728)
Fees and Self-generated Revenues	2,595,000	1,182,000	(1,413,000)
Statutory Dedications	7,512,125	7,014,921	(497,204)
Interim Emergency Board	0	0	0
Federal Funds	710,000	135,000	(575,000)
Total	\$37,135,107	\$38,989,479	\$1,854,372
T. O.	34	33	(1)

Major Changes from Existing Operating Budget

Justification	Funding Source	Amount
Addition to reflect fund balance for FY 2004-2005. The Small Business Bonding Program is currently appropriated \$900,000 in statutory dedications. Based on current cash flow projections, the fund balance will be \$1,200,000, which will allow the department to issue 24 bond guarantees in FY 2004-2005.	Small Business Surety Bonding Fund	\$300,000
	Total	\$300,000
Annualized costs of the three wet lab facilities in Shreveport, New Orleans and Baton Rouge. It is expected that all three labs will be operational in January 2005.	General Fund (Direct)	\$1,895,630
	Total	\$1,895,630
Annualized costs of the Good Manufacturing Practices (GMP) facility. The requested funding will be used in all aspects of facility operation.	General Fund (Direct)	\$1,147,000
	Total	\$1,147,000
This adjustment will remove the funding provided for the Microenterprise Initiative due to the federal monies provided to the Department of Social Services for Temporary Assistance to Needy Families (TANF) not being available in FY 2004-2005. This initiative's intent was to help prepare citizens of the state to become economically self-sufficient through self-employment by enhancing their access to business capital, technical assistance, and training.	Interagency Transfers	(\$663,666)
	Total	(\$663,666)



Major Changes from Existing Operating Budget

Justification	Funding Source	Amount
Nonrecurrent funding for the Louisiana Technology Park to align recommended budget with anticipated expenditure requirements for FY 2004-2005.	General Fund (Direct)	(\$1,902,807)
	Total	(\$1,902,807)
Funding provided for the Governor's Economic Development Rapid Response Program to provide a rapid response capability for securing economic development opportunities for the state.	General Fund (Direct)	\$10,000,000
Non-recurring Carry Forwards	Total	\$10,000,000
	General Fund (Direct)	(\$1,142,718)
	Interagency Transfers	(\$741,062)
	Federal Funds	(\$400,000)
	Louisiana Economic Development Fund	(\$62,983)
	Marketing Fund	(\$18,700)
	Total	(\$2,365,463)

Supplementary - Renewal of the Suspension of Exemptions for various business sales transactions including non-residential utilities.

Justification	Funding Source	Amount
Funding provided to the Sugar Bowl to be a member of the College Football Alliance.	General Fund (Direct)	\$1,091,750
	Total	\$1,091,750
Funding provided to the Independence Bowl Foundation to host the MainStay Independence Bowl in Shreveport, Louisiana.	General Fund (Direct)	\$372,188
	Total	\$372,188
Funding provided to the New Orleans Bowl, Inc. to host the New Orleans Bowl.	General Fund (Direct)	\$347,375
	Total	\$347,375
Funding provided for the Governor's Economic Development Rapid Response Program to provide a rapid response capability for securing economic development opportunities for the state.	General Fund (Direct)	\$4,607,736
	Total	\$4,607,736

Performance Measures

Objectives	Performance Indicators	Existing Performance Standards FY 2003-2004	Performance at Executive Budget Level FY 2004-2005	Executive Budget Over/Under EOB
Through the Regional Representatives (Local Partners) activity, to support the efforts of the department as measured by a 90% satisfaction rating of local officials.	Percentage of local officials reporting satisfaction with the services of local partners	75%	90%	15%
Through the Small and Emerging Business Development (SEBD) initiative, to exceed the national survival rate of assisted businesses annually.	Number of small businesses certified	250	0	(250)
	Number of certified small and emerging businesses provided specific assistance	220	208	(12)
	Percentage by which certified companies 2-year survival rate exceeds similar companies	10%	10%	0%
Through the Small Business Bonding (SBB) initiative, to provide \$1.2 million of bonding assistance that results in total project value of \$4.8 million.	Amount of bond guarantees provided	\$900,000	\$1,200,000	\$300,000
	Total value of projects guaranteed	Not applicable	\$4,800,000	Not applicable
Through the Technology, Innovation and Modernization (TIM) activity, to achieve an 85% satisfaction rating from stakeholders.	Satisfaction level of stakeholders	85%	85%	0%
	Interactions of TIM staff to develop collaborative partnerships	12	12	0
	Number of technology projects or initiatives focused on or in rural areas	3	3	0



Performance Measures

Objectives	Performance Indicators	Existing Performance Standards FY 2003-2004	Performance at Executive Budget Level FY 2004-2005	Executive Budget Over/Under EOB
Through Economic Development Grants Services, to assist Louisiana entities to acquire \$2.50 million in grant funds to support economic development in the state.	Economic Development dollars brought into Louisiana through competitive grants (in millions)	\$8.00	\$2.50	(\$5.50)
Through the Communication and Research activity, to create a positive image of Louisiana, and to achieve at least a 90% satisfaction level with research assistance.	Percentage of customers rating informational assistance as excellent	90%	90%	0%
	Percentage of customers rating analysis and forecasting assistance as excellent	90%	90%	0%
Through the Governor's Office of Film and Television, to develop at least 40% of all potential film and television projects to production.	Percent of potential projects worked that were developed to production	40%	40%	0%
Through the Louisiana Music Commission (LMC), to maintain the ratio of state investment to music industry economic impact at 15:1.	Dollars generated for each dollar spent	\$9	\$15	\$6
Through the International Services activity, in support of the cluster based economic development efforts of the department, develop 2,800 trade opportunities for Louisiana businesses while providing and coordinating assistance, guidance and resource access for marketing of Louisiana as the place to invest, grow businesses and develop international commerce.	Number of trade opportunities developed for Louisiana businesses	1,300	2,800	1,500
	Collaborations with Cluster Directors in identifying international business opportunities for cluster companies	36	42	6
Through the Military Services activity, to support the cluster based economic development efforts of the department by providing assistance, guidance and resource access to enhance the attractiveness for, and ensure the sustainability of, all military installations in Louisiana through 35 collaboration initiatives and assisting 8 companies in developing defense-related contract opportunities for Louisiana products/services.	Collaborations with congressional and state leaders and military communities to design and execute programs to ensure sustainability of all military installations and to enhance defense-related business opportunities with military installations	8	35	27
	Louisiana companies assisted in developing defense contract opportunities for Louisiana products/services	35	8	(27)

Resources Services

Administers the department's financial assistance and capital programs for Louisiana businesses by providing matching funds, venture capital, and issuing loan guarantees and other financial mechanisms, as well as the Workforce Development and Training Program, and the Economic Development Award Program through cooperative agreements with private companies and public agencies. All of these programs are administered under the review and approval of the Louisiana Economic Development Corporation. The program also administers various tax exemption programs under the review and approval of the State Board of Commerce and Industry.



Comparison of Budgeted to Total Recommended

Means of Financing & Table of Organization	Existing Oper Budget as of 12/02/03	Recommended FY 2004-2005	Total Recommended Over/ Under EOB
General Fund (Direct)	\$50,198	\$50,198	\$0
Total Interagency Transfers	0	0	0
Fees and Self-generated Revenues	749,295	721,241	(28,054)
Statutory Dedications	55,229,675	17,778,619	(37,451,056)
Interim Emergency Board	0	0	0
Federal Funds	0	0	0
Total	\$56,029,168	\$18,550,058	(\$37,479,110)
T. O.	20	20	0

Major Changes from Existing Operating Budget

Justification	Funding Source	Amount
Non-recurring adjustment for a BA-7 providing funding for the statutorily dedicated Louisiana Economic Development (LED) Fund. This BA-7 was approved by the Joint Legislative Committee on the Budget (JLCB) on November 21, 2003 for programs administered by the Louisiana Economic Development Corporation. This funding will not be available in FY 04-05, therefore the fund is being reduced to the anticipated revenues for next fiscal year.	Louisiana Economic Development Fund	(\$12,465,707)
Non-recurring Carry Forwards	Total	(\$12,465,707)
	Fees and Self-generated Revenues	(\$47,702)
	Louisiana Economic Development Fund	(\$24,970,886)
	Total	(\$25,018,588)

Performance Measures

Objectives	Performance Indicators	Existing Performance Standards FY 2003-2004	Performance at Executive Budget Level FY 2004-2005	Executive Budget Over/Under EOB
Through the Economic Development Award Program activity (EDAP), to assist in the creation of 0 jobs by providing grant funding for 0 projects.	Number of contracts approved	9	0	(9)
	Number of jobs created	1,058	0	(1,058)
Through the Workforce Development and Training (WFD) activity, to provide funding for 5 training grants and train 1,500 individuals in Louisiana.	Number of contracts approved	10	5	(5)
	Number of Louisianans provided job training	1,600	1,500	(100)
Through the Financial Assistance (LEDC) activity, to assist in the creation of 800 jobs through the award of 23 projects that provide Louisiana companies sufficient capital for business growth and expansion.	Number of financial assistance projects approved and funded	20	16	(4)
	Number of jobs created or retained	550	800	250
	Number of Venture Capital projects approved and funded	Not applicable	7	Not applicable
Through the Business Incentive activity, to provide quality assistance in the tax incentive application process as evidence by an 85% satisfaction level of incentive applicants.	Percent of applicants reporting satisfaction with staff assistance in the tax incentive application process	Not applicable	85%	Not applicable



Performance Measures

Objectives	Performance Indicators	Existing Performance Standards FY 2003-2004	Performance at Executive Budget Level FY 2004-2005	Executive Budget Over/Under EOB
To hold at least 20 external workshops and briefings statewide to promote and educate the public on all programs and products of the resource services group.	Number of workshops and briefings	20	20	0

Cluster Services

Develops targeted industry clusters to better position Louisiana to attract in-state, out-of-state, and international businesses and to foster business growth.

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Means of Financing & Table of Organization	Existing Oper Budget as of 12/02/03	Recommended FY 2004-2005	Total Recommended Over/ Under EOB
General Fund (Direct)	\$2,257,487	\$2,168,712	(\$88,775)
Total Interagency Transfers	50,000	50,000	0
Fees and Self-generated Revenues	0	0	0
Statutory Dedications	0	0	0
Interim Emergency Board	0	0	0
Federal Funds	0	0	0
Total	\$2,307,487	\$2,218,712	(\$88,775)
T. O.	17	17	0

Major Changes from Existing Operating Budget

Justification	Funding Source	Amount
There are no major changes in funding other than standard statewide adjustments.		

Performance Measures

Objectives	Performance Indicators	Existing Performance Standards FY 2003-2004	Performance at Executive Budget Level FY 2004-2005	Executive Budget Over/Under EOB
To build economic development partnerships around target industries by working with 40 collaborative cluster groups.	Number of entities with an ongoing collaborative process	39	40	1
	Number of events supporting cluster organizations and/or the cluster-based economic development approach (Number of networking opportunities, such as trade shows, cluster meetings, presentations, etc.)	150	630	480
To focus on technology development, commercialization and transfer by introducing 60 companies to technology developers and introducing 39 technologies to the private sector.	Number of companies introduced to R&D/technology development entities	58	60	2
	Number of technology opportunities introduced to the private sector	37	39	2



Performance Measures

Objectives	Performance Indicators	Existing Performance Standards FY 2003-2004	Performance at Executive Budget Level FY 2004-2005	Executive Budget Over/Under EOB
To create more than 200 linkages with business, government and education that facilitate the attraction of businesses to Louisiana, make Louisiana businesses more competitive, and provide quality opportunities for Louisiana citizens.	Number of companies introduced to investment opportunities	85	87	2
	Number of business to business linkages and introductions made for supplier-to-customer, joint venture or other value added business relationships	95	97	2
	Value of business to business efforts to Petrochemical and Environmental Technology industries (in millions)	\$8	\$8	\$0
	Number of linkages between businesses and government that impact startup, competitiveness, and/or expansion	62	68	6
	Value of business to government efforts to Petrochemical and Environmental Technology industries (in millions)	\$12	\$12	\$0
	Number of collaborations with academic institutions and businesses to promote development of academic programs and curricula	27	27	0
	Number of collaborations with academic institutions to promote awareness of job opportunities, career development and internships for Louisiana students	33	33	0
	Number of companies/entities linked with academic institutions to utilize existing academic resources	12	12	0



Discretionary and Non-discretionary Expenditures Total Recommended Fiscal Year 2004 – 2005

Office of the Secretary	Description	General Fund	Total	T. O.
DISCRETIONARY				
Discretionary/Non-Exempt	Administration	\$3,138,719	\$3,729,697	30
	Total	\$3,138,719	\$3,729,697	30
TOTAL DISCRETIONARY		\$3,138,719	\$3,729,697	30
NON-DISCRETIONARY				
ND - Unavoidable Obligation	Administration	\$182,646	\$188,085	0
	Total	\$182,646	\$188,085	0
TOTAL NON-DISCRETIONARY		\$182,646	\$188,085	0
Grand Total		\$3,321,365	\$3,917,782	30

Office of Business Development	Description	General Fund	Total	T. O.
DISCRETIONARY				
Discretionary/Non-Exempt	Business Services	\$25,995,033	\$30,826,954	33
	Resources Services	50,198	18,518,222	20
	Cluster Services	2,168,712	2,218,712	17
	Total	\$28,213,943	\$51,563,888	70
TOTAL DISCRETIONARY		\$28,213,943	\$51,563,888	70
NON-DISCRETIONARY				
ND - Needed to pay Debt Servic	Business Services	\$4,662,525	\$8,162,525	0
	Total	\$4,662,525	\$8,162,525	0
ND - Unavoidable Obligation	Resources Services	\$0	\$31,836	0
	Total	\$0	\$31,836	0
TOTAL NON-DISCRETIONARY		\$4,662,525	\$8,194,361	0
Grand Total		\$32,876,468	\$59,758,249	70

